

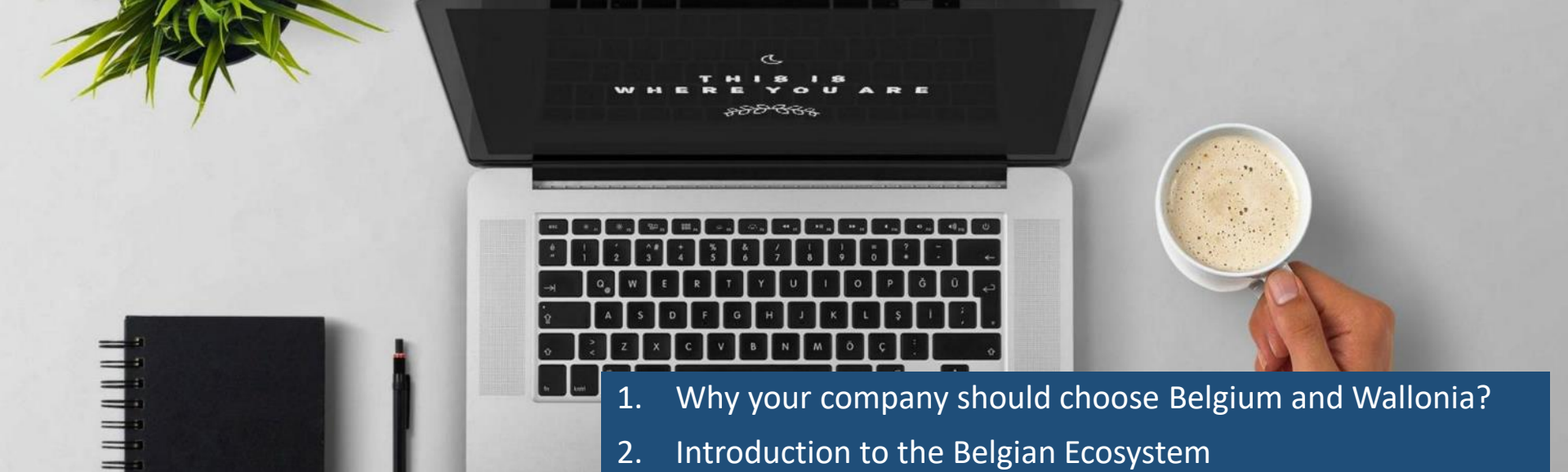
# Welcome in Belgium - Wallonia

March 2021



Wallonia.be

EXPORT  
INVESTMENT



# CONTENT

1. Why your company should choose Belgium and Wallonia?
2. Introduction to the Belgian Ecosystem
3. Logistics Environment
4. Incentives & Fiscal Aspects
5. Working & Living Environment
6. Recent investments in Wallonia

Feel inspired



A strong, strategic location  
for your company's new  
production and logistics hub

1.

Why your company should  
choose Belgium and Wallonia?

# 1. Why your company should choose Belgium and Wallonia?

As the pharma & life sciences valley of Europe, Belgium offers a strong, strategic location for your company's new logistics & CAR-T manufacturing hub

Belgium and Wallonia offer you the **full support** of the Belgian government and local authorities

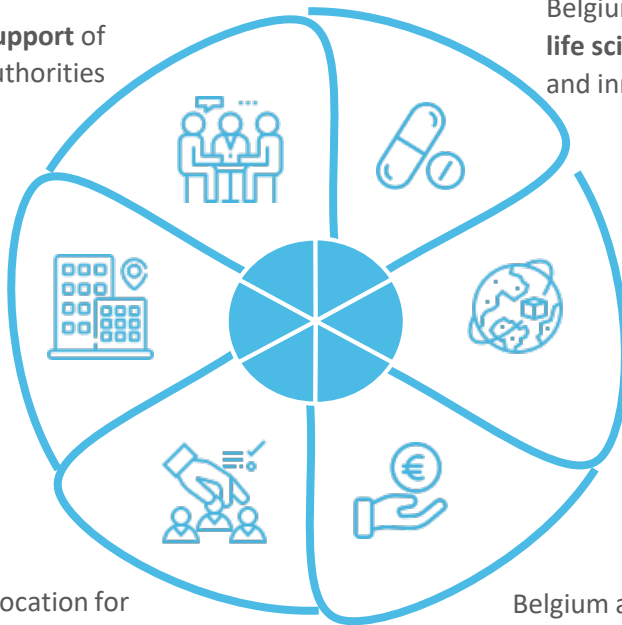
Belgium has a **very mature and collaborative pharma & life science ecosystem** and a prime hub for Cell Therapy and innovation

**Various real-estate options** (green and brownfield) are available in a third-party zone at one of Western-Europe lowest costs

Belgium offers you the **most central geographical location** in Europe with excellent logistic assets

Belgium is a smart location for **attracting talent**

Belgium and Wallonia offer you a **unique incentives and fiscal package** for your project



**Feel inspired**

A female scientist with blonde hair tied back, wearing a white lab coat, safety goggles, and blue nitrile gloves, is using a pipette to transfer liquid into a multi-well plate. In the background, a male scientist is visible, looking through a microscope. The laboratory is filled with various glassware, including beakers and flasks, and scientific equipment.

## 2.

## Introduction to the Belgian Ecosystem

2. 1. Belgium & Wallonia general overview
2. 2. Description of the CAR-T Ecosystem



A wide-angle, nighttime photograph of a cityscape, likely Brussels, Belgium. The city is illuminated by warm yellow and orange lights from buildings and streets, contrasting with the deep blue twilight sky. In the foreground, the dark, silhouetted roofs of historic buildings are visible. The middle ground shows a dense urban area with various building heights and styles. In the background, rolling hills are visible under the night sky. A semi-transparent white box with a blue header is overlaid on the bottom left of the image.

## 2.1

### Belgium & Wallonia general overview

- 1) Wallonia - Belgium, at the heart of Europe
- 2) Facts and figures
- 3) Accessibility
- 4) Workforce
- 5) Corporate tax rate for your company
- 6) Numerous incentives
- 7) Effective help from the Wallonia Export-Investment Team

# Wallonia - Belgium, at the heart of Europe



Reach 66% of the  
market in **6 hours!**

Feel inspired

# Effective help from the Wallonia Export-Investment Team



## Belgium & Wallonia: Facts and Figures

Population :  
11,000,000 inh.

1 country, 3  
regions

Multilingualism

Capital of Europe

Open economy

Crossroads of  
cultures



# Accessibility



Feel inspired

# Workforce



Availability



Cost



Overall productivity



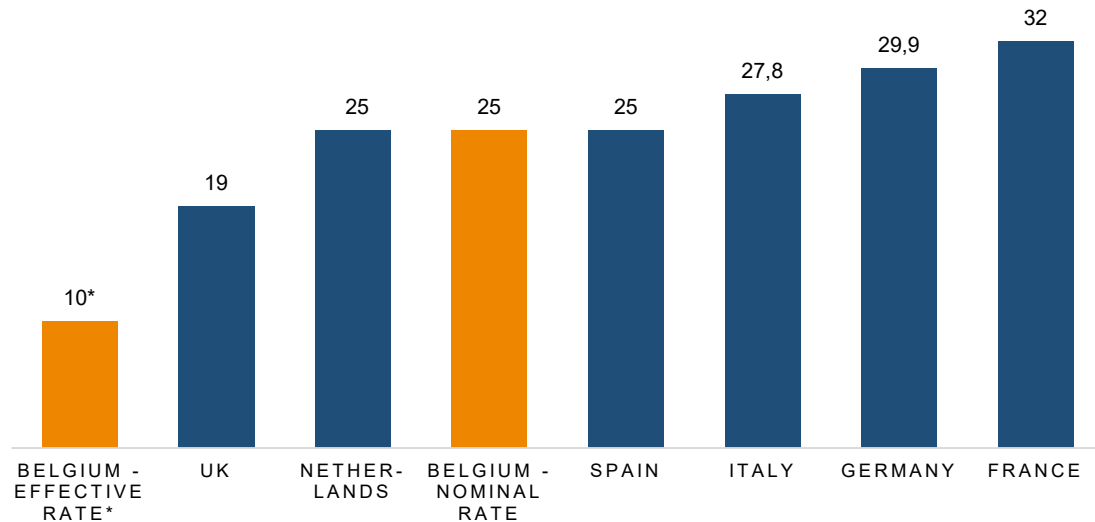
Multilingualism



Education

# Corporate tax rate for your company

CORPORATE TAX RATES IN 2020 %



\* Effective tax rate for Your company → Cfr. Chapter 4

Source :



Federal  
Public Service  
FINANCE



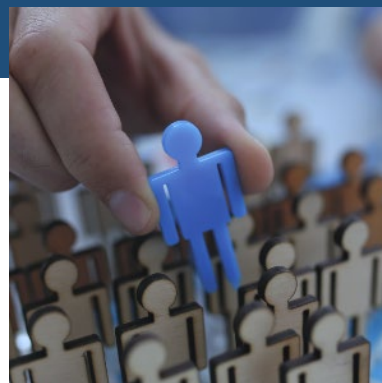
# Numerous incentives



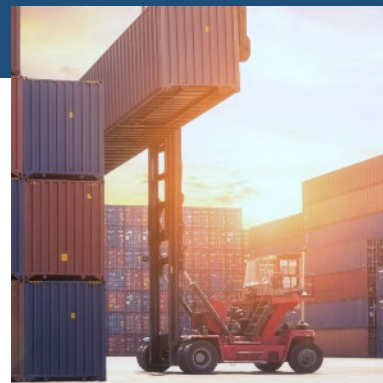
Investment  
incentives



R&D  
incentives



Employment  
incentives



Export  
incentives

**Feel inspired**



## 2.2

### Description of the CAR-T Ecosystem

- 1) Belgium: A Prime Hub and Mature Ecosystem for Cell Therapy
- 2) Belgium: Highest Density Of Advanced Therapy Companies In The World Workforce
- 3) Belgium: A Fertile Ground for Cell and Gene Therapy Companies
- 4) A large number of collaborations between Universities and Pharmaceutical
- 5) Belgium: the Top Country for Clinical Trials in Europe
- 6) A leading country for innovation



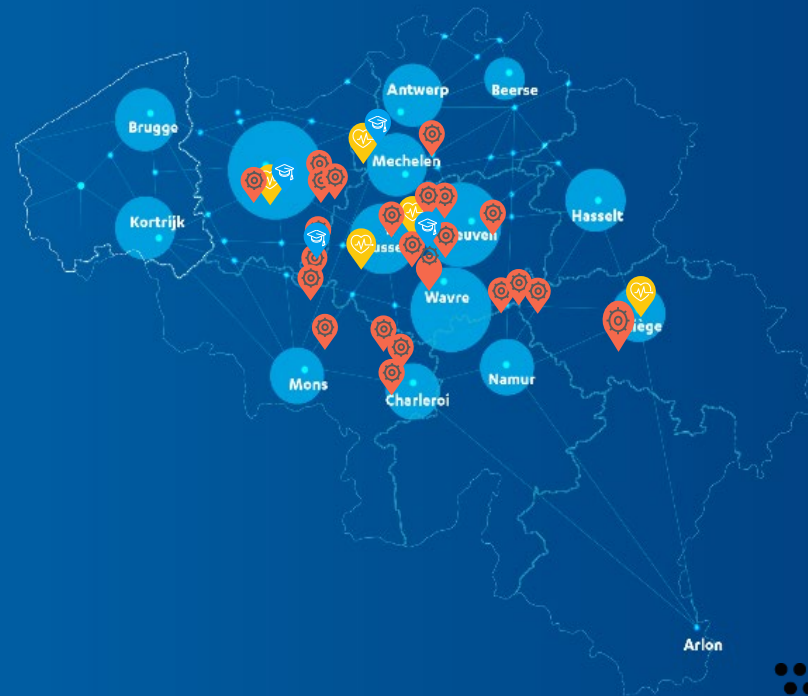
# Belgium: A Prime Hub and Mature Ecosystem for Cell Therapy

ECOSYSTEM WITH  
**HIGHLY DENSE**  
CLINICAL AND  
TECHNICAL EXPERTISE

  
**20+**  
PROMISING CELL & GENE  
THERAPY COMPANIES

  
CAR-T EXPERTISE  
IN ALL UNIVERSITIES/  
UNIVERSITY HOSPITALS

**13**  
CLINICAL TRIALS IN  
PROGRESS



Feel inspired

Wallonia.be

EXPORT  
INVESTMENT

# Belgium: Highest Density of Advanced Therapy Companies in the World

Belgium: a world leading cell therapy cluster



Feel inspired

# Belgium: A Fertile Ground for Cell and Gene Therapy Companies

+ More than 50 Service Providers with Know-how and Expertise



Immuno-oncology, CAR-T cells listed company



Cell therapy products for orthopedics and bone diseases (listed company)



Regenerative medicine university spin-off



Cell therapies and complementary biopharmaceutical approaches



Unique expertise and experience in cell therapy development and manufacturing



New class of active immunotherapies for cancer



mRNA-based immunotherapies



Plasmid DNA development and applications



Stem cell based therapies



Cell therapy in diabetes



Stem cell drug discovery & development



First in class anti-inflammatory therapeutics with a primary focus on Pulmonary Arterial Hypertension



Therapeutic cellular products from adult stem/progenitor cells



Cell & gene therapy company



Cell therapy manufacturing company



Veterinary stem cell therapy



Regenerative therapies for veterinary applications



Technology transfer, process development, and cGMP manufacturing of recombinant proteins and plasmid DNA obtained by microbial fermentation for preclinical, clinical and commercial use




Production and distribution site for clinical cell therapy, molecular biology and endotoxin detection



Cell therapy listed company (eASC)

# A large number of collaborations between Universities and Pharmaceutical companies

CAR-T Expertise in all University Hospitals	Selection of University collaborations	Purpose of collaboration
	KU Leuven - Janssen	Cell therapy
	KU Leuven - UCB cooperation	Immunology
	Janssen NV and Janssen-Cilag NV	Innovation charter with UGent and UZ Gent
	University Hospital and Liege University – Janssen NV and Janssen-Cilag-Liege	Multidisciplinary research projects and faster introduction of medical innovation
	Antwerp University, University Hospital of Antwerp & POM	Accelerator in Niel, where biotech companies work on cell therapy treatments
	Erasmus hospital in Brussels - Pfizer Clinical Research Unit (PCRU)	Early drug research
	UCL Saint-Luc - Promethera	Broad variety of liver diseases
	University Hospital of Ghent-Novartis	CAR-T clinical phase I in Europe
	CHU Liège - MaSTherCell	Cell therapy dedicated Contract Development & Manufacturing Organization
	University of Louvain (UCL) - NOVADIP	Spin-off in innovative cell therapies
	University hospital CHU Liège - LTCG	GMP certified lab for cell & gene therapy
	Cliniques Universitaires Saint-Luc - Celyad	Cell-based therapies, organizing CAR-T clinical trials for pancreatic cancer patients

# Belgium: the Top Country for Clinical Trials in Europe

**7** universities - **12** academic hospitals - **70+** Top quality hospitals

**#2**

IN EUROPE per  
inhabitant

**#2**

IN THE WORLD

**12%**

OF NEW CLINICAL STUDIES  
LAUNCHED IN EU ARE  
CONDUCTED IN BELGIUM<sup>1</sup>



**FASTEST**

PHASE 1 CLINICAL APPROVAL RATES IN THE EU



2 WEEKS

+ 526 CLINICAL  
TRIALS APPROVED IN  
2019

VAST INFRASTRUCTURE WITH HIGH-QUALITY STAFF FOR

**CAR-T CLINICAL TRIALS**

High Concentration  
Rapid recruitment of patients

Intense cooperation between Companies, Universities, Hospitals,  
Regulatory agency and Ethics committees



Feel inspired



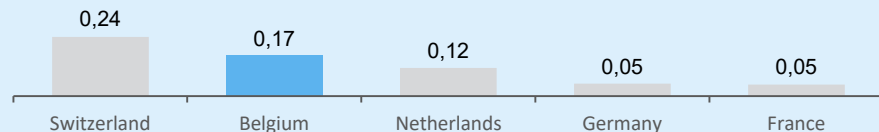
# A leading country for innovation

Belgium has the **shortest approval rates** for Phase 1 clinical trials, allowing it to attract a significant share of European clinical trials

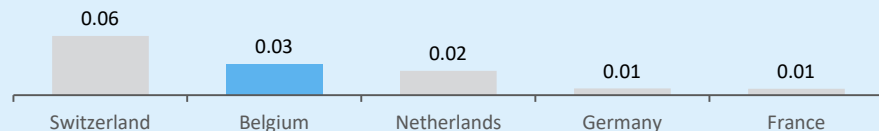


## Innovation

- **Over 1.800 drugs are currently in development in Belgium**, including more than 400 for cancer treatment and more than 200 for immunological disorders, making Belgium one of the most productive drug development hubs in the world<sup>1</sup>
- Number of **medicines in development per 1,000 inhabitants**<sup>1</sup>:



- Number of **patents per 1,000 inhabitants**<sup>1</sup>:

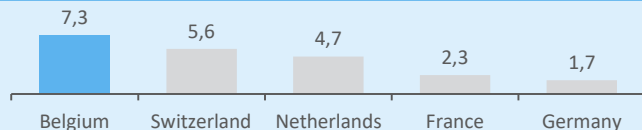


<sup>1</sup>AdisInsight by Springer; <sup>2</sup>Of medicinal products for gene therapy, somatic cell therapy, and for products containing genetically modified organisms; <sup>3</sup>Pharma.be, <sup>4</sup>World Intellectual Property Organization

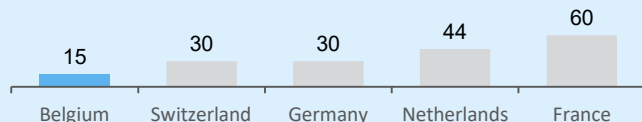


## Clinical trials

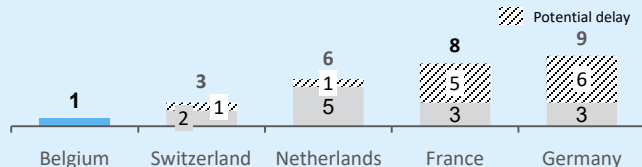
Highest number of active clinical trials in Europe<sup>2</sup>:



Belgium has the **fastest Phase 1 clinical trials approval** (in days)<sup>3</sup>:



**Fastest GMO application** compared to other countries (in months):



- Almost 30% of the clinical trials conducted in Belgium focus on cancer, accounting for **20% of all cancer clinical trials** in the EU<sup>2</sup>
- Currently **11 cell therapy clinical trials within cancer immunology** in progress in Belgium with different corporations (Celyad, Celgene, Janssen, Kite Pharma/Gilead, Novartis, Servier)
- Belgium at the forefront of **novel medical techniques**: of all clinical trials in EU, 15% biological phenomena and 33% genetic phenomena



3.

## Logistics Environment

1. A remarkable pharma export champion
2. The most central geographical location in Europe
3. Surrounded by large manufacturing and distribution sites and presence of key biotech logistics and transport companies
4. Enjoying an extensive, reliable 24/7 airfreight coverage
5. Favorable regulatory environment and efficient customs and clearance operations



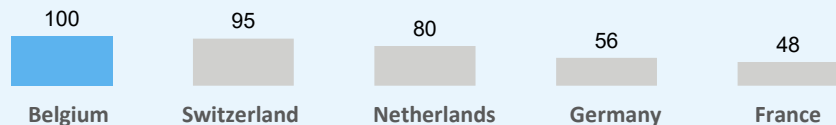
**Belgium as the key European  
biologistic hub**

# Representing 13% of all European exports of biopharma products incl. blood products, Belgium is a remarkable pharma export champion

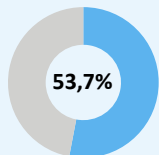


## Pharma Export Out of Belgium

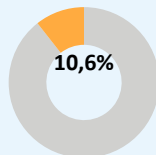
- Belgian export represents **12.1%** of all European exports of biopharma products
- 2nd largest exporter** in (bio)pharmaceutical goods (per inhabitant) in the EU
- #1 export of life science products** compared to other countries in scope (BE, CH, DE, FR, NL; 100 = best)



- € 42.9 bn export of pharmaceutical products



of BE pharmaceutical exports to EU (≈€23 bn) and 47% to non-EU (≈€ 20,1bn)<sup>1</sup>

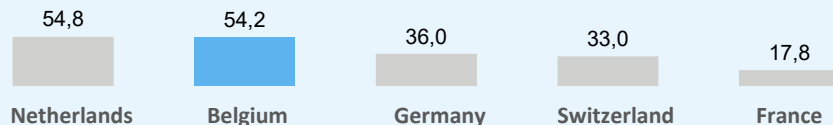


share of biopharmaceutical sector in total BE export<sup>2</sup>



## Strong Connectivity Throughout Europe

- Thanks to its dense, high-quality transportation infrastructure, Belgium offers fast connections to locations all over Europe by air, sea or land
- High density of motorways** in Europe (#m of motorway per km<sup>2</sup>)<sup>3</sup>



- Belgium shows a **very strong logistics performance**<sup>4</sup>



- Free circulation of goods & services within the EU** resulting in absence of direct (i.e. customs tariffs) and indirect (i.e. administrative costs) for cross-border trade
  - As opposed to Switzerland, where – despite free trade agreements and abolishment of industrial import tariffs- the administrative customs burden remains high in both import and export situations
- Belgian customs are trained on high-value products** such as stem cells and clinical trials

<sup>1</sup>Pharma.be on data supplied by pharma.be's member-companies which performs fundamental research into medicines for human use. 2015 data; <sup>2</sup>Pharma.be: Pharma Figures 2017; <sup>3</sup>NationMaster: Motorway density; <sup>4</sup>The World Bank: International Logistics Performance Index 2018. <sup>5</sup>Belgium scores highest in 'international shipments' and 'timelines'. Timelines = frequency with which shipments reach consignees within scheduled or expected delivery times

# Most central geographical location in Europe

Belgium's role as a regional logistical hub makes its economy geographically favorable, particularly with EU trading partners

## Strong Logistics Footprint<sup>1</sup>

- Presence of global **biotech & pharmaceutical** European distribution centers; 900 LSP & cross-industry distribution centers
- 5 airports** (2 CEIV pharma certified; Brussels & Liège – 1 full cargo dedicated - Liege)
- 246,000 employees in transport & warehousing; 327,463 employees in integral logistics

<sup>1</sup>Pharma.be, National bank, VIL, IATA, Brussels Airport and Deloitte

## Strong Connectivity Throughout Europe

- Top-10 cities** (>50% of all trials in Europe) in terms of total trials **reachable within 24 hours**

Travel time Brussels to	Road	Air	Rail
Madrid	16hr15	1hr46	15hr25
Rome	15hr	1hr37	14hr15
London	5hr	0hr36	2hr20
Paris	3hr30	0hr55	1hr25
Milan	9hr40	1hr03	11hr05
Amsterdam	2hr15	0hr25	1hr53
Valencia	16hr	2hr15	17hr10
Vienna	11hr	1hr18	10hr30
Naples	16hr40	1hr48	15hr25
Leuven	0hr30	-	0hr30

**Clinical Logistics Players with GMO, temp controlled packaging, real-time monitoring and customs clearance experience with local BE presence:**

# Belgium is enjoying an extensive, reliable 24/7 airfreight coverage

Belgium enjoys an extensive, reliable 24hr airfreight coverage via multiple hubs with Brussels Airport Cargo as a leading airport in time and temperature-controlled cargo



## Qualified Pharma And Biotech Airports

- Belgium has the **highest pharma air cargo volume growth** amongst the selected countries (2000-2017, % growth)<sup>1</sup>:



- Extensive, reliable 24hr airfreight coverage via **7 hubs**
- Streamlined and highly professional customs procedures**
- Brussels Airport** is the 1<sup>st</sup> CEIV pharma certified airport. Active in **high value sensitive samples and products**
- Liege Airport** is the 7<sup>th</sup> biggest European cargo airport with **dedicated cold chain infrastructure and 24/7 operations**; trained to **biotech customs officers (Also home of Alibaba)**
- Brussels South Charleroi Airport** has a dedicated small **pharma infrastructure** – 0 tarmac time and 0 transit time
- Luxembourg, Düsseldorf, Amsterdam-Schiphol airport** at **less than 2hr30 drive** from Brussels

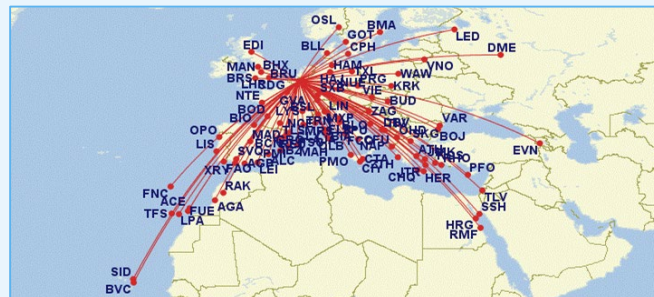


<sup>1</sup>Seabury data – total air cargo pharma volumes

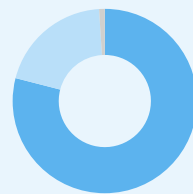


## Pharma Export From Brussels Airport (BAC)

- Brussels Airport Cargo is a **leading airport in time and temperature-controlled cargo** with **133 direct destinations**



- € 12bn total export in EU out of BAC
- 60,000 T total pharma export in EU out of BAC



- 79% of time & temp controlled cargo is **pharmaceutical products**
- 22% of time & temp controlled cargo are **blood products & vaccines**
- 1% of time & temp controlled cargo is **AB<sup>1</sup>**



A background image showing a close-up of business professionals in a meeting. One person is holding a tablet, another is pointing at the screen, and a third is holding a pen over some papers on a table.

## 4.

## Incentives & Fiscal Aspects

1. Very supportive environment
2. Fiscal aspects

# A very supportive environment



## Investment Incentives

**10%**

European guidelines for Regional grants for 2018 – 2020

Investments	Ceiling in Equivalent Gross Subsidy
Up to € 50,000,000	10 %
From € 50,000,000 to € 100,000,000	5 %



## R&D Incentives

**30-40%**

Subsidy for basic industrial research

- Acquisition of new knowledge
- Creation of new products
- Creation of complex components
- Validation of generic technologies / new concepts (incl. pilot trials)



## Employment Incentives

**11%**

Average % reduction over 4-year period

*Percentage reduction of salary costs*

- Year 1: 18%
- Year 2: 11%
- Year 3: 9%
- Year 4: 7%



## Training Incentives

**€ 18.60 / hr**

Maximum amount of public money dedicated to the training of your future employees per hour

- Sector: Manufacturing
- Profile: Bachelor
- Maximum training hours in manufacturing allowed: **930 hrs**

### Assumptions for CAR-T project

\* assumptions

€ 100,000,000*	7.5 % (€ 7,500,000)
----------------	------------------------

€ 300,000\* X 30% = € 90,000

930 hours X 100 workers\* X  
€ 18,60 = € 1,730,000

- "Regional authorities are focusing on developing Biotech and Logistics ecosystems (amongst others). Fiscal incentives for R&D and cash grants are both available. This contributes to the development and sustainability of economic activities in the Walloon region."

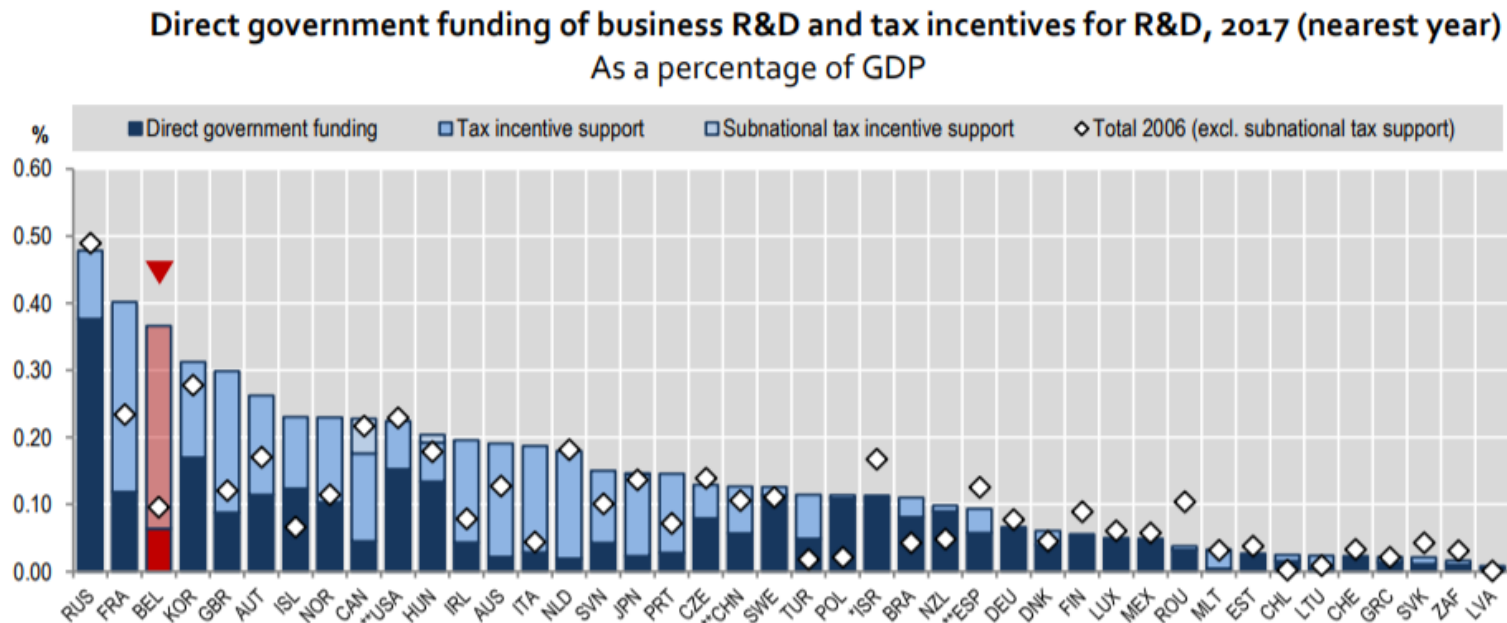
• Bernard Dechambre, CEO Lonza Belgium



Feel inspired

# Fiscal Aspects (1/4)

Belgium as the best tax supporter for business R&D



\* Data on tax support not available, \*\* Data on subnational tax support not available

Source: OECD, R&D Tax Incentive Database, <http://oe.cd/rdtax>, December 2019.

Feel inspired

# Fiscal Aspects (2/4)

## Scenario 1: Belgian subsidiary manufactures on behalf of foreign R&D entity

### Business model

Cost center/ intragroup services with limited functions, limited risks, no intangibles

### Taxation

Cost plus method with a mark-up of 8%

### How does it work ?

Manufacturing on behalf:

Cost Plus method (re invoicing to foreign co.)

#### Hypothesis :

Operational expenses:	100
Reinvoicing to the foreign entity (108%):	108
Net taxable profit:	8
Corporate tax: $8 \times 25\% =$	2

**Nominal CTR: 25 % on a reduced basis**

**Effective CTR: 10%**

(by comparison with a Classical Business Model with 120 of Sales:

Taxable profit: 20  $\rightarrow 2/20 = 10\%$ )

### Benchmark

#### Cost Plus:

2 components: the « Cost base » and the « Plus »:

The lower the manufacturing costs, the lower the taxable basis, the lower the tax due

#### 1°) The « Cost base »:

- No mark-up on disbursements expenses  $\rightarrow$  lower expenditure basis

#### BELGIUM :

The lowest labour costs:

- 80% exemption on withholding tax on wage of researchers
- 25% exemption on wage of workers in team work
- Various reductions of social security contributions

#### WALLONIA:

- Lower wage costs + 25% salary tax exemption for Biopark
- Lower land costs

#### 2°) The « Plus »

Favorable mark-up to negotiate with the ruling commission of the Belgian Ministry of Finance on base of a Transfer Pricing study

# Fiscal Aspects (3/4)

## Scenario 2: Belgian subsidiary as IP-owner/or IP-developer and manufacturer

### Business model

Profit center: Combination of R&D, manufacturing and sales

Belgian subsidiary performs R&D activities and builds up IP-rights, next to its manufacturing (self-developed IP/ or acquired IP/ or IP included in process innovation)

### Taxation / Tax incentives

#### Manufacturing on behalf:

#### Cost Plus method (re invoicing to foreign co.)

1°) R&D incentives reducing substantially R&D costs:

- 80% exemption on withholding tax on wage of researchers
- 13,5% tax credit for R&D assets = 4% of cost saving
- total exemption of regional grants for R&D (30 to 40% in Wallonia)

2°) Innovation Income Deduction reducing drastically the taxable profit:

- 85% of the eligible net IP income (including royalties, embedded royalties and capital gains) is exempt from tax in Belgium

→ Effective CTR : 3.75% or 10.5% (see next slides)

### Benchmark

- **Wage tax exemption for researchers:** higher in Belgium
- **Innovation box ECTR:**
  - Belgium 3.75% / The Netherlands 7% / Ireland 6.25% (source: Deloitte International Tax Highlights)
- According to OECD report 2017 edition, the Belgian tax package for R&D is **number one worldwide** in the ranking of attractive tax systems.



# Fiscal Aspects (4/4)

## Innovation Income Deduction: Example

### Patent self-developed

Qualifying gross income	400
• Qualifying R&D expenses (= overall R&D expenses)	-100
Net IP income: $400 - 100$	300
Modified NEXUS fraction: Numerator: 100 / Denominator: 100	100%
Income receiving tax benefits: $300 \times 100/100$	300
Innovation Income Deduction: $300 \times 85\%$	255
Taxable Income: $300 - 255$	45
Corporate Tax: $45 \times 25\%$	11.25

**Effective tax rate**

**3.75%**

### Acquired patent and outsourcing to related parties

• Qualifying gross income	400
• Qualifying R&D expenses	100
• Acquired patent (50); depreciation on 5 years	10
• R&D expenses related parties	40
Overall R&D expenses	-150
Net IP Income: $400 - 150$	250
Modified NEXUS fraction: Numerator : $100 \times 130\% = 130$ / Denominator: 190; Ratio: 130/190	68.4%
Income receiving tax benefits: $250 \times 68.4\%$	171
Innovation Income Deduction: $171 \times 85\%$	145
Taxable Income : $250 - 145$	105
Corporate Tax: $105 \times 25\%$	26.25

**Effective tax rate**

**10.5%**

A young woman with blonde hair tied in a bun, wearing glasses and a light pink button-down shirt, is smiling and standing in an office environment. She has her arms crossed and is leaning against a glass partition.

## Belgium as top European destination for work

1. A welcoming business environment
2. Available pool of talents

**5.**

Working & Living  
environment

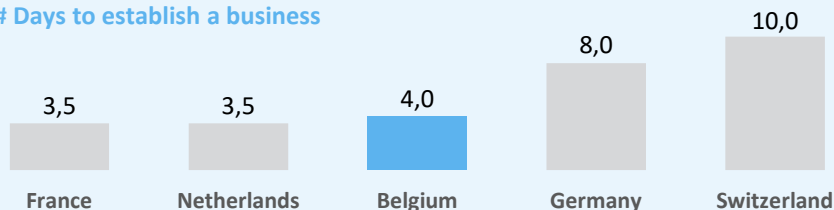
# A welcoming business environment

Setting up a business in Belgium is quick and simple. It only takes 4 days and 4 start-up procedures to take off, making Belgium one of the fastest places in Europe to establish a business

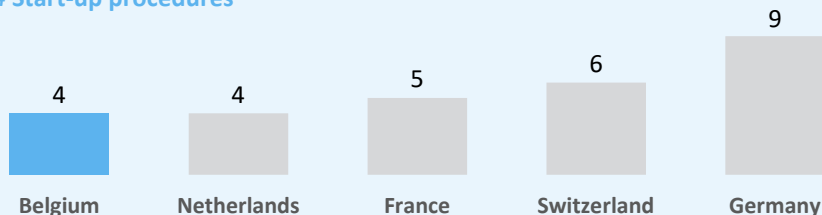
## Setting up a business

Setting up a business in Belgium is quick and simple. It only takes **4 days** and 4 start-up procedures to take off, making Belgium **one of the fastest places in Europe to establish a business**<sup>1</sup>

### # Days to establish a business



### # Start-up procedures



<sup>1</sup>World Bank Group: Doing Business 2019

## Support in setting up a business

The Wallonia Foreign Trade and Investment Agency (AWEX) can help you with a.o.:



Site selection



Tailor-made site visits



All tax benefits, financial grants and incentives



All legal aspects of setting up business



Identifying business opportunities



Introduction to the country's decision makers



Integration into local community life

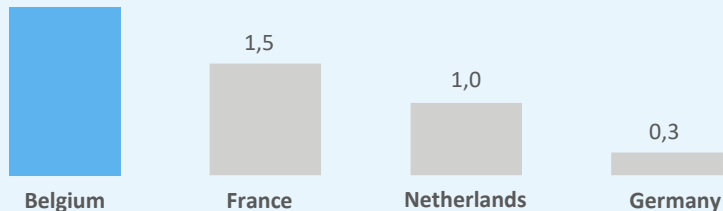
Feel inspired

# Every year, Belgium has more than 25,000 graduates in health studies, of which > 1,000 students graduate in the most relevant disciplines for CAR-T



## Yearly Graduates

- > 25,000 graduates yearly in health studies (e.g. medicine, medical diagnostic and treatment and pharmacy)<sup>1</sup>
- Number of tertiary graduates in health studies per 1,000 inhabitants<sup>1</sup>:  
2,2



- >13,000 graduates yearly in engineering, manufacturing and construction studies<sup>1</sup>
- >1,000 graduates annually in most relevant disciplines for CAR-T (e.g. biochemistry & biotechnology, bio-engineering sciences: cell & gen-technology, and biomedical sciences)
- >1,500 graduates annually in biological and related sciences (e.g. biology, biochemistry)<sup>1</sup>
- There are 15,500 international students, of which 1,050 are Chinese

<sup>1</sup>Eurostat 2016

Feel inspired

# A dedicated biopharmaceutical Training Center: The CefoChim

- 4,500 people trained annually
- A job-integration rate of more than 85% of job seekers
- Ongoing extension project (€8m) ready in 2020
- Tailored-made formation on request



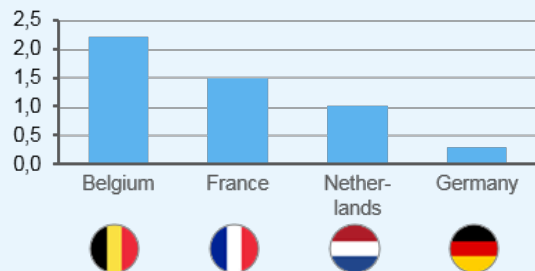
Feel inspired

# Relevant Figures (1/2)



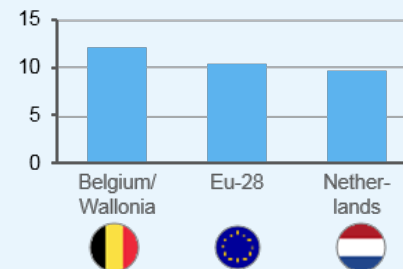
## Number of tertiary graduates in health studies per 1,000 inhabitant

EUROSTAT 2016



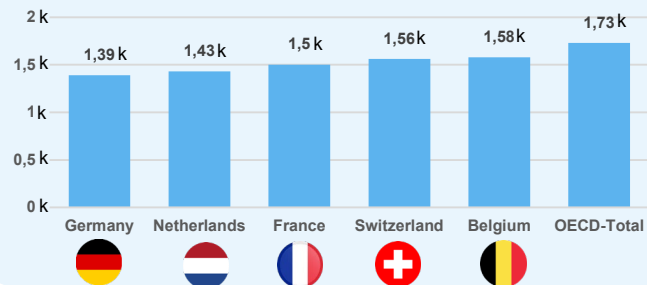
## Workers loyalty to the employer

Average number of years, EUROSTAT 2017



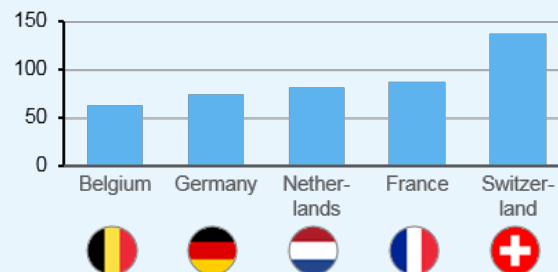
## Average annual hours actually worked

OECD (2021), Hours worked (indicator)



## Average wage cost in R&D in Europe

Data Janssen 2018 in K€ per FTE





# Relevant Figures (2/2)

## Yearly Average Gross salary (Belgian Wallonia Region)



**Technician Coordinator: € 49,112**

	10%	25%	50%	75%	90%
Middle 49,112.49	38,766.06	47,787.18	47,780.58	56,686.25	59,826.90



**Operator /assistant operator: € 35,246**

	10%	25%	50%	75%	90%
Middle 35,246.53	29,864.63	32,392.76	32,392.76	39,852.23	41,726.24



**Quality Assistant: € 38,327**

	10%	25%	50%	75%	90%
Middle 38,327.86	31,842.73	34,480.41	35,812.28	43,593.12	45,748.61



An abundance of  
Success Stories

6.

Recent investments in  
Wallonia

# A real-world case

*“A nearby logistic hub, **the proximity to the German and Dutch borders** and cities (Maastricht, Aachen, Kohl) and a **large pool of available multi-lingual talents** continuously contribute to the development of the activities on site”*

- In 1993, Boehringer Ingelheim & BioWhittaker decided to create a new Biotech site in Belgium mainly because of its central location in Europe. Since 2017, after the acquisition of the Biosciences division by the Swiss group Lonza, the Verviers site has continuously grown at a two digits rate. Main activities on site are cell culture media production and central distribution platform for both Europe and Asia.*
- The site location in Belgium definitely represents a very competitive advantage, very much acknowledged by the Lonza Headquarters in Basel.*
- A nearby logistic hub in Liège, the proximity to the German and Dutch borders and cities (Maastricht, Aachen, Kohl) and a large pool of available multi-lingual talents continuously contribute to the development of the activities on site.*
- Additionally, regional authorities are focusing to develop Biotech and Logistics poles (amongst others) and to support and develop small (start-up) and middle sizes companies in all fields of activities. Fiscal incentives for R&D and cash grants are both available. This contributes to the development and sustainability of economic activities in the Walloon region.*
- Today, the acknowledged dynamic and professionalism of the Lonza teams in Belgium, and the a.m. positive context's elements, contribute to the development of the site: within the last 8 months, 60 additional employees were hired and ongoing investments are at study phase. No doubt, Lonza Verviers is and will continue to be a strong contributor to the Belgian economy.*



**Bernard DECHAMBRE** CEO Lonza Belgium  
Petit-Rechain, September 2018

**Lonza**

Feel inspired

# The Brussels South Charleroi Biopark – Feedback from members



- *As a small company wanting to reach a global market, joining an ecosystem that supports growth was vital for us. After extensive research, we have chosen the Walloon ecosystem because of its qualified workforce, more experienced in the production of cellular products than in the Netherlands. Ncardia is now located in the Brussels South Charleroi Biopark, where we also found a rich ecosystem of companies working in human cell production or cell therapy (MaSTherCell, Bone Therapeutics, Promethera, Celyad, etc.) and experienced investors. In short: the biotech ecosystem in Wallonia offered us talent, business relations and capital, all essential to our company growth.*



**Stefan Braam**  
CEO, September 2018



## Recent investments in Wallonia

# Catalent®

February 2020: Catalent, Inc. announced that it had completed its acquisition of MaSTherCell Global Inc.

*The acquisition adds to Catalent's network MaSTherCell's 25,000 square-foot clinical services facility in Gosselies, Wallonia.*

*Catalent will leverage its resources and expertise in build-outs, scale-ups and commercial manufacturing to support the expansion already underway of a 60,000 square-foot commercial-scale cell therapy production and fill-finish facility adjacent to the existing building in Gosselies, which is scheduled to open in the fall of 2021.*



GlaxoSmithKline

- December 2020: GSK has just announced an investment of nearly €100 million at its

**Rixensart site to "consolidate and centralise" its R&D activities. This investment confirms "Belgium's strategic role in vaccine research and development".**

*The site, which employs 1,800 people, houses the world's largest vaccine research and development unit as well as production activities. The planned investment will allow all clinical laboratory activities to be centralised on the site. Clinical samples arriving at Rixensart from all the clinical sites around the world where clinical studies are being conducted will be managed by a system that is fully automated right through to analysis and the final encoding of results.*

# Recent investments in Wallonia

**Thermo**  
SCIENTIFIC



- **January 2021:** Thermo Fisher Scientific Inc. and Groupe Novasep SAS, a leading supplier of services and technologies for the life sciences industry, today announced that Thermo Fisher has completed the acquisition of Henogen S.A., Novasep's viral vector manufacturing business in Wallonia for approximately €725 million in cash.

*Novasep's viral vector manufacturing business provides contract manufacturing services for vaccines and therapies to biotechnology companies and large biopharma customers. With two locations in Seneffe and Gosselies, in Wallonia, Novasep's viral vector business offers more than 7,000 square meters of state-of-the-art clinical and commercial manufacturing capacity.*

“The addition of their manufacturing capabilities in Europe complements our four development and manufacturing sites in North America. In addition, they bring an incredibly talented team with more than two decades of experience across a broad range of viral vectors. The combination will benefit our global customers seeking support and capacity in the region as well as European customers bringing new medicines to patients inside and outside of Europe”



**Michel LAGARDE**, executive vice  
president of Thermo Fisher

Feel inspired



# Wallonia Export & Investment Agency



[www.awex-export.be](http://www.awex-export.be)  
[www.investinwallonia.be](http://www.investinwallonia.be)